



U.S. General Services Administration

MAS 75 Re-Opening Industry Information Session

R2 Northeast & Caribbean Supply & Acquisition Center

MAS 75 Re-Opening - Summary

GSA is planning to reopen a new and improved MAS 75 to new offers.

- Combines the attributes of MAS 75 and the FSSI OS3 solutions into a single acquisition solution.
- Allows us to reduce contract duplication and improve efficiencies.
- We believe a single acquisition solution will result in increased market share, reduced program leakage and improved customer satisfaction

MAS 75 Re-opening – Goals

- Refreshing and expanding a competitive pool of qualified vendors
- Increasing opportunity for Small Business participation
 - Under current FSSI OS3 contract, 80% of spend goes to small business. We expect this percentage to increase in OS4.
- Improving customer value on MAS 75 by offering more favorable terms/conditions and savings
- Increasing OCONUS (overseas) utilization

MAS 75 Re-opening – Legacy SINs

MAS 75 SINS being reopened (*Existing SINs*):

- SIN 75-200 for Office Products with updated Requirements
 - Demonstrated ability to meet all environmental reporting and green product requirements;
 - Demonstrated system to remain compliant with Trade Agreements Act;
 - Updated Letter of Supply (LOS)
- SIN 75-85 for Restroom Products with an updated Letter of Supply
- SIN 75-210 for Office Services with an updated Letter of Supply

MAS 75 Re-opening – Enhanced SINs

MAS 75 newly established *Enhanced* SINs that mirrors the attributes of the FSSI OS3 solution:

- SIN 75-220 Enhanced SIN for Office Products & Services / Office Supplies 4th Generation (OS4)
- SIN 75-280 Enhanced SIN for Overseas Office Products & Services / Office Supplies 4th Generation (OS4)
- Incorporate enhanced vendor requirements, improved pricing and savings, data spending tracking capabilities, vendor accountability, and provide 4-day direct delivery to CONUS and 7-day direct delivery to OCONUS customer base of products
- Transactional Data Reporting (TDR) rule will be mandatory.
- Enhanced SINs Fee Structure (IFF fee of .75%, Contract Access Fee of 1.25%)

- *Length of time for the approval process for new contracts will depend on the level of interest and volume of proposals received. There is no fast track approval process.
- *All SINs will be continuously open to offers once reopened.
- *Vendors cannot be both on 75 200/75 210 and 75 220 or 75 280.
- *OS4 will be replacing OS3, however, we do expect there to be some overlap between OS3 and OS4 during the initial transition period.
- *Just as with OS3, GSA will offer extensive training to customers on the new MAS 75 and OS4 SINs once opened.

MAS 75 Re-opening – Legacy vs Enhanced SINS

Program Requirements	OS4 Enhanced SIN (MAS 75 220 & 280)	MAS 75 Legacy SINS (MAS 75 85, 200, & 210)
OCONUS (Overseas) utilization	SIN 75 280 provides provides 7 day direct delivery to overseas customer base of products.	Optional, demonstrate a proper tracking system and provide a sample packaging label.
Demonstrated ability to meet all environmental reporting and green product requirements	X	X
Improve compliance with Trade Agreements Act (TAA) and other regulations via a demonstrated system	X	X
Stronger Letter Of Supply (LOS) with enhanced controls against gray/black market abuses	X	X
Fee structure	IFF of 0.75% and Contract Access Fee of 1.25%	IFF of 0.75%
AbilityOne requirements	Must be AbilityOne Certified Distributor (*75-220 only)	AbilityOne Certified Distributor Optional

MAS 75 Re-opening – Legacy vs Enhanced SINs

Program Requirements	OS4 Enhanced SIN (MAS 75 220 & 280)	MAS 75 Legacy SINs (MAS 75 85, 200, & 210)
Transactional Data Reporting (TDR)	TDR Required	TDR Optional
Provide point of sale discount for all contract orders	X	Optional
Delivery timeframe requirements	Standard CONUS delivery within 4 business days ARO	Maximum CONUS delivery up to 30 days (Many are 7-14 days ARO)
Demonstrated ability to provide “Fill or Kill” status	X	Optional
Agency-defined reports at no additional cost	X	Optional
Desktop and Secure Desktop delivery (optional)	X	X
Real time order status on GSA Advantage (optional)	X	X

Review of Solicitation Documents